

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: AMAZON.COM, INC.

SECTION I - Approval Requests:

HQAPP Requests:

1. 80% discount on HR users to convert from Peoplesoft, one time offer to get them moved.
- 2.

TIER 1 Requests: n/a

- 1.
- 2.

TIER 2/3 Requests:

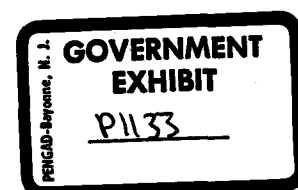
- 1.
- 2.

Previously approved requests (include date of approval): n/a

- 1.
- 2.

SECTION II – Deal Summary:

Deal Summary	
Programs	HR, Self Service HR, Advanced Benefits, Discoverer
License Discount	80% (ebiz + 55 %)
Support Discount	80 % (ebiz + 55 %)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	NO
Support Options/Holds	NO
Price Holds	50% on HR, Self Service HR thru 2/5/2005 on Feb 2002 price list
List License	927,500
List Support	204,050
List Comp & Admin	
Net License	185,500
Net Support	40,810
Net Comp & Admin	
Net Total Price	226,310
Price List Used	Oct 4, 2002



Customer History - Existing Price Holds	
Existing contractual discount (price hold)	50%
Date of Price List for price hold	2/5/2002
When does price hold expire?	2/5/2005
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	all
Name of Agreement if applicable	SLSA-221243-22-NOV-97

SECTION III - Justification:

Amazon is an Oracle Financials user but the HR community is using and is comfortable with Peoplesoft HR. The user community has not surfaced any functional reason why they could not move to Oracle HR but there are not key functional issues on why they should move to Oracle HR.

Therefore, there needs to be a significant financial incentive to move off Peoplesoft. The internal business case only works with significant discount on license purchase. Prior to Feb 2002, Amazon received an 80% discount on all Oracle software. Their current agreement has a 50% price hold off the Feb.2002 price list.

This would be a great win back from PS and show customers how they can save \$ using our suite vs. Best of breed. The configuration includes base HR along with self service, advanced benefits and discoverer.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Matt Doron- ASM*

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	10/23/2002
Opportunity I.D. (OSO Number):	
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	November 27, 2002
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (<i>GB Use Only</i>)
MIGRATIONS OR UPDATES:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
PREMIUM SERVICES:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
INCIDENT PACKS:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 Other (Specify) _____
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Other (Specify) <u>SLSA-221243-22-NOV-97</u>

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Amazon.Com, Inc.
Business Address:	1516 2 nd Ave.
City / State / Zip:	Seattle, WA. 98101
Customer Contract Admin:	Betty McKee
Phone #:	(206) 266-3894
Fax #:	
E-mail ID:	bmckee@amazon.com
Billing Contact:	BETTY MCKEE
(Partner/VAD if Indirect):	
Address:	1516 2 nd Ave.
City / State / Zip:	Seattle, WA. 98101
Phone #:	(206) 266-3894
Fax #:	
E-mail ID:	bmckee@amazon.com
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	Carl Rigney
Address:	1516 2 nd Ave.
City / State / Zip:	Seattle, WA. 98101
Phone #:	(206) 266-6982
Fax #:	
E-mail ID:	carlr@amazon.com
Technical Support Contact:	Carl Rigney
Address:	1516 2 nd Ave.
City / State / Zip:	Seattle, WA. 98101
Phone #:	(206) 266-6982
Fax #:	
Email ID:	carlr@amazon.com
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: HP Superdome

OS: HP UX

PROGRAMS: HR, HR Self Service, Advanced Benefits, Discoverer

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Applications			
Will applications be modified:	Yes	<input checked="" type="checkbox"/> X	No
Will users be accessing modified Apps from the web:	Yes	<input checked="" type="checkbox"/> X	No
Have all prerequisites been included:	<input checked="" type="checkbox"/> X	Yes	No
Will users use Fast Forward RPM:	Yes	<input checked="" type="checkbox"/> X	No
Will applications be hosted:	Yes	<input checked="" type="checkbox"/> X	No
Indicate database that Apps will run on:			
Indicate CSI for existing prerequisite database and tools:			

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Matt Doron
Technology Sales Manager	Kevin Browne
Account Manager	
iSD Rep	Mark Worman
Education Sales Rep	Lorie Linn
Support Renewals Rep	Ann Vick
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> X No
Requester:	Name: Matt Doron Business Telephone: 425.637.3465 Cell Phone: 206.605.2037